

# NATIONAL CANNERS ASSOCIATION



## Information Letter



FOR N. C. A. MEMBERS

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### Australia Amends Its Tariff

A tariff bill introduced in the Australian Parliament September 2 makes certain changes in the import duties on a number of items, according to a cable dispatch from the American Trade Commissioner. All changes become effective September 3.

The cable gives no changes in the rates on canned foods except asparagus. Canned asparagus tips have been made dutiable at alternate rates, depending on whichever rate renders the higher duty, of 35 per cent ad valorem or the following specific rates: 15 pence per dozen tins of  $\frac{1}{4}$  pint or smaller; 2 shillings per dozen tins of  $\frac{1}{2}$  or over  $\frac{1}{4}$  pint; 4 shillings per dozen tins of 1 pint or over  $\frac{1}{2}$  pint; 8 shillings 6 pence per dozen tins of 1 quart or over 1 pint; 3 shillings per gallon when in tins exceeding one quart.

The cable dispatch also states that a number of concessions have been made in the British Preferential tariff rates.

### Getting Grocers Ready for Canned Foods Week

"What to tell customers who think canned foods are unsafe," is the title of an article in the September issue of the "Progressive Grocer," published at this time, an editorial note states, to help the grocer get ready for Canned Foods Week. The article opens with a grocery customer speaking:

"'Nope! You can't sell me any canned stuff. You can't even give it to me. Wouldn't have it in the house. Too much risk. When I eat poison, I'll take mine straight.'

"And, after some more loud noise along the same line, the customer stops for breath while the grocery clerk gulps and looks wildly about for something else which he may dare suggest to his irate patron. Other customers look on and listen. Some grin; some nod; others are silent.

"Haven't you seen or heard that kind of a situation? A good many people are cranks on the subject of canned foods, although some are a little more mild about it. The tragedy of this particular situation was that neither the customer nor the clerk nor, perhaps, the listeners, knew the real truth about canned foods, as they are today.

"Suppose *you* had been in that clerk's place. Could you have turned a sale? It was a fine opportunity to say a good word for canned foods, but the clerk *didn't know*, and the sale was lost.

"There are a few things about this question of the wholesomeness of canned foods that grocers should have well in mind. The facts are simple and if more widely known would increase the demand for these products. The grocer has frequent opportunities to tactfully correct wrong ideas of customers regarding certain foods."

With this introduction, the article presents briefly and in simple but effective language, the facts about the wholesomeness of canned foods, and gives the grocer and his clerks just what they need to answer the people who still believe that poison lurks in canned foods. The success of Canned Foods Week depends largely on intelligent retail salesmanship and the "Progressive Grocer" has done an excellent bit of educational work.

#### Car Loadings Break All Records

All records for loadings of revenue freight on American railways were broken during the week ended August 29, when 1,124,436 cars were loaded. The previous high record was 1,112,345 cars, loaded during the week of October 24, 1924. This heavy traffic is being handled, according to the American Railway Association, with practically no car or motive power shortage.

#### New Rates on Canned Foods from Montana

The Interstate Commerce Commission has authorized the establishment of all-rail rates on canned foods, in carloads, from Bozeman, Hamilton and Stevensville, Montana, to San Francisco and Oakland, California, over the Southern Pacific and connections, lower than to intermediate points, subject to certain conditions prescribed by the Commission.

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British India imported 11,108,048 pounds of condensed milk and cream during the fiscal year ended March 31, 1925. The United States furnishes about 8 per cent of the imports.

### Domestic Business Conditions

Reports on business conditions to the Department of Commerce indicate increases in August over July in the principal industrial indicators such as the production of pig iron, shipments of iron ore through the upper Great Lakes, shipments of new locomotives, and deliveries of silk to mills, while the receipts of wool at Boston show a decline. Trade and financial indicators showed an increase in the sales of mail-order houses, customs receipts, average prices of stocks and bonds, the liabilities of failing firms, and the ordinary receipts of the Government, while postal receipts, the number of business failures, new incorporations, the expenditures and the gross debt of the Government decreased.

Sales at 528 retail stores which made preliminary reports to the Federal reserve banks from all sections of the United States were 7 per cent larger in August than in the same month last year. Larger sales were noted in all Federal reserve districts except Minneapolis. Of the total number of stores reporting 334 showed greater sales this year than in August, 1924, and 194 firms reported decreases. Sales at mail order houses were 20.7 per cent greater than last year, and buying at five and ten cent chain stores was 13.5 per cent larger.

### Report on Fiscal Year Foreign Trade

The Bureau of Foreign and Domestic Commerce has issued as Trade Information Bulletin No. 364 a summary of the foreign trade of the United States during the fiscal year ended June 30, 1925. Copies of the bulletin can be obtained by writing to the Bureau in Washington.

### National Directory of Commodity Specifications

The National Directory of Commodity Specifications, which is being issued by the U. S. Bureau of Standards, will be ready for distribution on or about September 21, 1925, it is announced by the Department of Commerce. The Directory contains in convenient form information regarding the best known specifications for more than 6,000 commodities. It tells what specifications are in general use, by whom they were prepared and where copies can be obtained. In it are conveniently indexed for ready finding about 27,000 specifications prepared by the Federal Specifications Board and the separate departments of the Federal government, by state and city purchasing agents, public utilities, technical societies, and trade associations.

Copies of the Directory of Commodity Specifications may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., at \$1.25 each, the cost of printing and binding the book.

#### **Suspension of Proposed Higher Freight Rates Asked**

A petition has been filed with the Interstate Commerce Commission asking for the suspension of new rates proposed by carriers on canned foods from Wisconsin to Central Freight Association territory. These rates, which the carriers ask become effective September 15, are substantial increases over the present rates in that territory.

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France has reduced its export duty on condensed milk from 10 per cent ad valorem to 3 per cent ad valorem.

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Northern Sumatra offers good opportunities for the sale of American fish, particularly canned salmon and sardines, in the opinion of the American consul at Medan. Last year the imports of conserved fish of all kinds were 758,000 pounds, of which the United States furnished 93,160 pounds.